



# ***Industrial Development Board***

## **AGENDA**

Meeting Date: November 23, 2021

Meeting Location/time: Hartsville Court House Main courtroom @ 7pm.

Officers:

Chair - Bryan King

Vice-Chair-Scott Graves

Treasurer – Robert Thurman

Secretary-Leah Verville Petty

Board members: Craig Moreland, Heather Bay, Seth Thurman

Agenda:

1. Quorum Confirmed
2. Meeting called to order
3. Pledge of Allegiance
4. Approve the Minutes from last meeting July, 2021
5. Treasurer's report
6. Discuss Grant Assistance Program Re-instatement
7. Discuss Future Guidelines and Re-evaluations for Grant Program
8. Iris Plastics Request for assistance (If Grant Program is re-instated)
9. Americolor Request for assistance (If Grant Program is re-instated)
10. Retail Strategies Invoice
11. PILOT UPDATE, Focus Groups
12. Patriot (Tintagel) Update
13. December 7, Meeting with Retail Strategies Zoom
14. Public Comments
15. Adjournment

Hartsville/Trousdale County

Industrial Development Board

Minutes

July 27, 2021

7:00 p.m.

The meeting of the Hartsville/Trousdale County Industrial Development Board was called to order by Chairman Bryan King at the Hartsville/Trousdale County Courthouse in the upper courtroom. A quorum was confirmed and the Pledge of Allegiance was recited. Members present either live or virtually were: Bryan King, Scott Graves, Craig Moreland, Leah Petty, Heather Bay, Robert Thurman and Seth Thurman. Also in attendance were Mayor Stephen Chambers and County Commission Chairman Dwight Jewell.

The minutes were submitted with Scott Graves making the motion to approve and seconded by Moreland. The motion passed with none opposed.

The treasurer's report was submitted by Thurman. There was no activity since the previous meeting of the ID Board.

Item 6- Discuss and decide application from Iris Plastics- Questions were posed to the representative of Iris Plastics in regard to their request-by application- for funds from the Hartsville/Trousdale County Industrial Development Board. After the question and answer session, Graves made the motion to grant \$5000 to Iris Plastics for the construction of a ramp to aid the business in shipping and receiving, seconded by Moreland. The motion passed with none opposed.

Item 7- Update on most recent Retail Strategies activities- Wayfinder signage has been granted for the benefit of the county. Cobblestone Motels is looking for investors in the Trousdale County area.

Item 8- Make formal motion to designate RMA as the agent of record for the IDB, giving authority to the chairman to sign necessary documents- Bay made a motion to formally engage RMA as the agent of record for the Hartsville/ Trousdale County Industrial Development and give the chair the authority to sign documents on behalf of the ID Board to solidify that representation, and to give the chair the authority to sign those documents for any such legal need in regard to the PILOT program. Graves seconded the motion. Bay amended her motion to include a \$20 filing fee, seconded by Graves. The motion passed with none opposed.

Item 9- Wayfinder signs grant- Chairman King brought to the Board's attention the need to request disbursement of funds from the Hartsville/Trousdale County Commission. Moreland made a motion to request the funds from the County Commission, seconded by Petty. Mayor Chambers made the statement that the letter should be addressed to the County Mayor's office for disbursement. The motion carried with none opposed.

Item 10- Public Comments- Jewell asked for a status update on the PILOT program. Chairman King gave a synopsis of the suggestions that have been made by RMA to the Board.

Item 11- Adjournment- Motion to adjourn made by Graves seconded by Moreland. Meeting adjourned.

Respectfully submitted by:

Leah Petty

Secretary

**Hartsville/Trousdale County**  
**Industrial Development Board**  
**Treasurer's Report**  
**November 23, 2021**

<b>Beginning Balance</b> (As of July 30,2021)	<b>\$119,531.50</b>
<b>Trousdale County Government</b> (Aug. 3, 2021)	<b>+ 10,000.00</b>
<b>Tennessee Secretary of State</b> (Aug. 3, 2021)	<b>-20.00</b>
<b>Authorized Payment to Iris Plastics, LLC</b> (August 3. 2021)	<b>-5000.00</b>
<b>Ending Balance</b>	<b>\$124,511.50</b>

Retail Strategies, LLC  
P.O. Box 531247  
Birmingham, AL 35253 US  
205-313-3676  
walter@retailspecialists.com

# Invoice



retail strategies

**BILL TO**

Trousdale County, TN  
Industrial Development Board of  
Hartsville, Trousdale County, TN

INVOICE #	DATE	TOTAL DUE	DUE DATE	TERMS	ENCLOSED
184-2	11/18/2021	\$35,000.00	11/18/2021	Due on receipt	

DATE	ACTIVITY	DESCRIPTION	QTY	RATE	AMOUNT
	<b>Retention</b>	Professional Consulting and Related Services  Client: The Industrial Development Board of Hartsville, Trousdale County, TN Consultant: Retail Strategies, LLC Year 2: November 17, 2021 - November 16, 2022 Consulting Fee: \$35,000.00	1	35,000.00	35,000.00

Wiring Instructions

ABA Routing Number: 062006534  
Beneficiary Bank: SouthPoint Bank  
Beneficiary: Retail Strategies, LLC  
Beneficiary Account: 30035356

**BALANCE DUE**

**\$35,000.00**

Make Check Payable to:  
Retail Strategies, LLC  
P.O. Box 531247  
Birmingham, AL 35253

FedEx Mailing Address  
2200 Magnolia Ave South  
Suite 100  
Birmingham, AL 35205